



2009 annual report to the community






Mission

To provide blood, blood products and biomedical services to benefit the communities we serve.

Vision

To delight our customers, produce industry-leading performance, and be recognized for excellence as a community resource.



-
-  Blood center
 -  Hospital partner
 -  International services

Saving lives in your neighborhood— every time you give



Memorial Blood Centers is an independent nonprofit organization, locally focused with a global reach. We provide life-saving blood and blood products to over 30 hospital partners throughout Minnesota and northwest Wisconsin, and deliver state-of-the-art laboratory services and biomedical expertise to clients around the world.

For over 60 years, we have been saving lives in neighborhoods and communities by serving donors, blood drive sponsors, health care partners, funders, and influential leaders, bringing together those who need blood with the generous volunteers who give.

A family is together today
because of blood donors.





Connecting people who need life-saving blood with those who generously give



Thanks to your generous spirit and valuable contributions of time and resources, it has been a year of satisfying achievements for Memorial Blood Centers. We are most proud of our dedicated community of volunteer blood donors—some of whom are pictured on our new bloodmobile and profiled in this annual report. They are heroes who help support our mission. We also are very proud of the commitment to excellence our loyal and talented employees

demonstrate every day, which was formally recognized by the Minnesota Council for Quality as they honored Memorial Blood Centers with its 2008 Minnesota Quality Award. And we are especially grateful to have earned the support of our blood donors and community sponsors, who donated over 140,000 units this past year—an all-time record. Hundreds of collaborative partnerships with blood drive sponsors, health care facilities, and national medical providers

Don Berglund, Chief Executive Officer

helped ensure reliable and streamlined access to an adequate supply of blood and blood products wherever they were needed.

Like so many of our clients and business partners—nonprofits and for-profits alike—we also have faced the all-too-familiar challenges associated with the recent economic downturn. Yet, we still achieved significant process improvements in manufacturing and operations management that generated costs savings, new contracts, and department revenues that met our business requirements. As CEO and Board Chair of this mission-driven organization, we are privileged to be associated with such a gifted



Donald C. Berglund

and committed community of employees and volunteers. Dedicated to the values of integrity, respect, synergy, service, and excellence in everything we do, we remain steadfast in our commitment to develop our leadership in the field of blood and biomedical services. We strive to set the standard for the industry by providing the highest level of quality products and services to all we serve.

With your continued support, we look forward to achieving our ambitious goals for the coming year, including bringing the comfort and convenience of another new bloodmobile to the generous blood donors in the Northland.



Thomas Becker, M.D.

Dr. Tom Becker, Board Chair





Celebrating a year of partnerships & community

Saving lives through volunteers

- With each unit of blood helping as many as three people, annual blood donations of over 133,000 units provided critical support to potentially more than 400,000 individuals
- Corporations, hospitals, schools, places of worship, civic clubs, community groups, and other organizations collaborated to sponsor over 2,100 blood drives annually
- 200 volunteers donated over 7,000 hours of valuable time as blood drive coordinators, café hosts, and blood transport drivers
- Dr. Jed Gorlin, Medical Director and Vice President of Medical and Quality Affairs, traveled far and wide—from Nebraska to Saudi Arabia—to provide hundreds of hours of onsite training, education, and staff development to hospital partners, government health agencies, and international clients

Surgery repaired Andy's injuries, but donated blood saved his life.

Improving financial performance

- Parentage testing and industry-leading services provided by the Physician Services Department generated \$80,000 in research revenue
- Reference lab was awarded a contract with CSL, Ltd., an Australia-based reagent manufacturer, and achieved Vital Supplier status with Immucor Inc., a global vitro diagnostics company specializing in pre-transfusion diagnostics
- Donor testing services expanded contract with Mayo Clinic to include Enzyme Immunoassay (EIA) testing, the most widely used procedure to test for HIV

- Cold manufacturing processes generated an estimated cost savings of \$30,000
- Laboratory Services exceeded revenue projections by almost 5%

Achieving operational excellence

- The advanced scientific lab was reaccredited by the Foundation for the Accreditation of Cellular Therapy (FACT)
- Crisis response and pandemic flu plans are ready to respond to any potential escalation of the H1N1 virus
- Organization met three-year employee retention goal

Expanding our reach

- Woodbury donor center opened, bringing the number of convenient Memorial Blood Centers locations to 11
- Donor center remodels completed in Hibbing and Plymouth
- High school program and workshop training engaged students in developing a life-long commitment to blood donations
- Social networking initiatives launched on Facebook and Twitter to reach out to a new generation of donors, young adults ages 16-24

Help drive our life-saving mission in your neighborhood

Join the thousands of companies, schools, places of worship, and civic groups that supply roughly 50% of all blood donations across the U.S.—become a community blood drive sponsor. Find out how you can help bring a Memorial Blood Centers bus to a neighborhood near you. Call 1-888-GIVE-BLD.



With your help we made great strides in 2008 toward our goal of adding two new vehicles to help us serve Minnesota and Wisconsin communities—but additional funding is needed. Financial contributions made by organizations and individuals will help ensure that our second vehicle is put into service as soon as possible.



ives in your neighborhood. 1-888-GIVE-BLD

MEMORIAL BLOOD CENTERS



Memorial
BLOOD CENTERS

Donors saved Lisa twice!



Donated blood ends the agony of sickle cell for They.



When 9 critical injuries nearly took Maggie's life, donated blood saved her.



"Blood saved our daughter's life"—Rob





Adding value for donors



Thanks to nearly 3,000 contributors—including the Andersen Foundation and its generous \$50,000 gift—the first of two new bloodmobiles went into operation and replaced an aging vehicle. New vehicles will increase the efficiency of our collection efforts and enhance the experience for Twin Cities donors with improved comfort and convenience.

Participants in our Metro and Northland “What’s Your Type?” fundraising events, numerous foundations and grantors, and contributors to various funding appeals throughout the year helped us nearly reach our goal of covering the full costs of the Metro bloodmobile and put us on track to launch a new bloodmobile that will service blood donors in the Northland in fiscal year 2009-2010.

Debra and Jack are together today because volunteers like you donated blood.

Pioneering expertise and services



As one of the first blood centers in the nation to implement ISBT 128, Memorial Blood Centers helped lead the way in standardizing blood bag labels for added quality and safety. We also have been recognized by the American Association of Blood Banks as an industry leader for the discovery of a new blood antigen.

With an advanced scientific laboratory that is FDA licensed and compliant with European Union standards for manufacturing and testing blood, our widely-respected technical expertise and state-of-the-art laboratory services include: infectious disease testing for various blood centers and the National Marrow Donor Program, life-saving transfusion support, participation in the rare blood donor program, and testing for immigration and paternity.

Tour our St. Paul donor center facilities and see the future of testing and research in our advanced scientific lab.





Helping donors save lives



For over 60 years, Memorial Blood Centers has been saving lives by connecting the generous volunteers who donate blood with those in need. Servicing just 12 hospitals in 1950, today we supply over 30 hospital partners throughout Minnesota and northwestern Wisconsin with blood and blood components. Thanks to the thousands of donors who took

an hour of their time to help change a life, blood donations this past year reached an all-time high of more than 133,000 units.

To the thousands of young people who rolled up their sleeves at school blood drives, donating nearly 10,000 units of life-saving blood, we extend a special thanks and pay tribute to the volunteer faculty, staff, and students of the nearly 100 high schools that made this outreach effort a success.

Thanks to thousands of blood donors, Nick Pascuzzi is alive and well—and encouraging his friends to donate, too. Help recipients like Nick with a life-saving donation.

Delivering excellence in quality



Modeled after the prestigious Malcolm Baldrige National Quality Award, the Minnesota Quality Award recognizes demonstrated success in assessing and measuring performance in leadership, strategic planning, and customer and market focus, and using those results as a catalyst for improvement and a means of promoting organizational

excellence. Awarded by the non-profit Minnesota Council for Quality, we are honored to be joining an elite group of only 105 previous winners as a 2008 award recipient and to be recognized for our efforts to deliver exceptional quality to donors, hospital partners, corporate blood drive sponsors, financial contributors, other clients, and to each other as members of the Memorial Blood Centers family of employees.





what's **your** type?

Financial contributors keep us strong



Just as the community depends on Memorial Blood Centers to ensure a safe and readily available blood supply, we rely on the financial generosity of individuals, corporations, and foundations that join with us in our mission to save lives.

In-honor gifts

Celebrate a special achievement or occasion—birthdays, weddings, promotions, anniversaries,

holidays—and pay tribute to a loved one, while also making a life-saving gift to someone in need.

Legacy gifts

Include Memorial Blood Centers in your estate planning as beneficiary of an insurance policy or retirement account, or recipient of cash or stock to ensure that the critical expertise and services we provide will be there for generations to come.

Plan to attend one of our What's Your Type? fundraising events—Twin Cities Metro, spring 2010; Northland, fall 2010.

Memorial donations

In lieu of flowers or other gifts, honor the memory of someone who has died with a donation to Memorial Blood Centers that celebrates a loved one's life and, ultimately, makes a difference in the life of someone in need.

Wall of honor

A beautifully etched glass plaque, personally inscribed and placed prominently in the main lobby of our St. Paul headquarters provides a stunning tribute to the memory or achievement of an individual or organization.

Gifts of stock

Both a significant gift that helps ensure the future of Memorial Blood Centers and a personal strategic tax benefit.

In-kind contributions

Support our donor recruitment efforts, blood drive campaigns, special fundraising events, and other activities throughout the year, and sustain us in pursuing our mission.

Find out how you can help ensure the future of MBC. Call 651-332-7225 for more information.





Financial contributors

Legacy

Planned & Estate Gifts

Mary LaChance
Peg McQuillan
David & Gayle Poretti
June Stern (deceased)

Champions Circle

\$10,000+

ADC Foundation
Fred C. & Katherine B.

Andersen Foundation
Cancer Kids Fund at
Children's Hospitals
Community Health
Charities, MN
TCF Foundation
Thrivent

Visionaries Circle

\$5,000 to \$9,999

Ameriprise Financial
Community Relations Program
Don & Cindy Berglund
Martinson Clinic Foundation
Roche Diagnostics
SMDC
U.S. Steel Foundation, Inc.
Wells Fargo

Guardians Circle

\$2,500 to \$4,999

Bauer Built, Inc.
Best Buy Purchasing, LLC.
Blattner Energy, Inc.
Burlington Northern Santa Fe
Foundation
John & Kathy Buske
Café Imports
F & A Dairy Products
Gray Plant Mooty
Hays Companies
Hennepin Faculty Associates
Kathy Johnson
Ken & Brenda LaChance
Medica Foundation
McGough
Minntech Corporation

Founders Circle

\$1,000 to \$2,499

Abbott Laboratories
ADC Telecommunications
API Electric Company
Gordon & Margaret Bailey
Foundation
Comcast Foundation
Pete & Martha Eckerline
Fish & Richardson P.C.
Fredrikson & Byron, P.A.
Grain Millers, Inc.
Clay & Charlotte Hoes
Philip & Susan Jones
Kopp Family Foundation
Mary LaChance
Clarence & Jean Lindley
Maurice's
Memorial Medical Center

Midwest Medical Equipment
Minnesota Community
Foundation
John & Christi Newell
Ortho Diagnostics
Dan Polglaze & Pamela Hermann
John & Jackie Reedy
Regency Beauty Institute
Republic Bank
Roessler Public Relations
Sam's Club
Warren & Mary Lynn Staley
Leo and Chris Stern
Target Corporation
U.S. Oil
Walman Optical Company
Wal-Mart Foundation
Betsy Ward
Wells Fargo Community
Support Campaign
Wyndgate Technologies

Benefactors Circle

\$500 to \$999

Individuals

Kevin Bailey
Kathleen Balaban
Katherine Bauer
Paul Baumgartner
Darrell Boyd
Ed & Judy Cannon
Mark & Lynn Eckerline
George Flannery
Thomas Flynn
George & Connie Foley
Neel & Pegge Johnson
Larry Keck
Jim & Mary Kay Kopp
Anita Licari
Phil Losacker

Scott & Michelle Lynch
Brian & Susan Mark
David & Mary Meyer
Timothy Myers, M.D.
Betsey Perry, M.D.
Judy Petersen
Mark & Cathy Schmidt
Charles & Anna Silverman
J. Scott Webster

Organizations

BWBR Architects
Fairview University Medical
Center-Mesabi
Family Health Services MN P.A.
Hayward Area Memorial Hospital
Hunt Electric
Kraus-Anderson
The Longview Foundation
The Minneapolis Foundation

Minnesota Vikings
Minnetech Corporation
Nemer Fieger
Rainy Lake Medical Center
State Farm Companies
Foundation
Tartan Investment Company
Virginia Regional Medical
Center Operating Fund

Advocates Circle

\$100 to \$499

Individuals

Irwin Abramson
Susan Adamek
Connie Adams
Michael & Dominique Allinder
Holly Anderson

Naseem Ansari
Gordon Asseltine
Rod Baakkonen
Thomas Becker, M.D.
Ricky & Ethel Becks
William Beim
Julie Bell
Duane Belongie
William Bennett
Paul & Mary Kay Bergeron
Shawn & Annelie Bergerson
William Bloomer III
Michael Blum
Timothy & Cindy Boike
Alberta Boyer
R.L. Brabec
Bill & Heather Brands
Philip & Elena Campbell
Betsy Cardinal
Tony & Jennifer Castillo
Rocky & Barb Chapin

James Chervery
Ryan Christianson
Brian & Janeen Clauson
Rovena Claxton
Janet Conn
James Crook
Robert & Jeanne Cutshall
Robert & Laura Daly
Julius E. Davis
Tim & Lynn Dennis
Blaine Diesslin
Kyle Dille
Jeannette Dobrick
Sarah Doebler
Jim Dolge
Ernest & Mary Dorn
Sherry Doskey
Mike & Leah Driscoll
James Duncan
Frazier & Heidi Eales
Ward & Donna Edwards

John & Ludmila Eklund
Sandra Eubanks
Dennis Fisher
Kim Foley
Rodney Forristall
Donovan & Kathy Frank
Iris Freeman
David & Barbara Gaddie
Richard & Constance Glatty
Reinhold & Joan Goehl
Elizabeth Goldfarb
Frank Googins
Doris Graf
Blake & Lori Grams
Earl & Anne Gray
Valerie Green
Amy Gudmestad
Julie Gudmestad
Thersea Gustavsson
Robert Guzy
Therese Hackenmueller



Financial contributors

Nadine Hagg
Timothy Hammett
Marvin Hannu
Michelle Hanson
Shirley Hanson
Mary Healy
Thomas Heaney
Todd & DeeAnne Henning
Anna Marie Henry
Steven Hibbard
Richard & Carrie Higgins
Joe & Shelly Hoesley
Renee Hololien
Jennifer Holznagel
Norman Horns

Helen House
Anita Hove
Kent Howe
Hubert Humphrey III
Elizabeth Huntley
Larke Huntley
Dan Hymans
Michael & Molly Illes
Mark & Hawona Janzen
Gunnar & Janet Johnson
Harold Johnson
Jake & Tyree Johnson
Keith Johnson
Marion Johnson
Wayne & Lonnie Johnson
William & Sharon Johnson
Jody Jonas
David & Kris Jones
Gail Jones
Janet Jones
Dona Jordan

Charles & Sally Jorgensen
Paul Jungquist
Randy & Liz Kahnke
Jim & Anne Kalb
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Sam & Sylvia Kaplan
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Tadd Kelly
Timothy & Susan Kennedy
Rita Kenyon
Joe & Robin Kinning
Brian & Melody Klein
Peter & Patricia Klein
Edward Klempka
Cheryl Kraft
Lisa Kubow
Timothy & Jeanne Kucera
Karen Kuhnly
Emily Kulenkamp
William Kunkel
Gordon Kuntz

Armand & Elaine LaChance
Jesslyn Larson
Cortney & Kristen LeNeave
Dave Letourneau
Karen Leum
Mike & Michelle Liebl
John & Susan Lindstrom
Robert Loida
John MacDonald
Jean Malley
Carol Manning
Jessie Mathiesen
Mary Matthys
Jeffrey McCullough
Richard McFarland
Peg McQuillan
Nancy McVean
Ray Miles
Barbara Miller
Jeff & Terri Naughtin
Ann Nelson

William Nelson
Merritt Nequette
Kirk & Paulina Ogren
Marge Olson
Robert Olson
Ruth Olson
Harold & Lucia Orcutt
Sue Payne
Brenda Pederson
Lalin & Sheila Perera
Edward & Peggy Pluimer
Kimberly Proffit
Andrew Ragen
Susan Rangeloff
Scott & Lori Ranney
Donald & Jean Regan
Melvin Reichstadt
James & Joan Rhude
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Laura Rohlik
Russell Roman

Neale & Pamela Roth
Brian & Heather Runman
Richard Sandeen
Anthony Sasso
Marilyn Savage
Dennis Schapiro
Sam & Ana Schmidt
Maggie Schneider
Sharon Seitz
Steven & Margaret Senum
Janet Shapiro
Mary Ann Shelley
Robert & Elaine Smith
Robert Sommers
James Southwell
Joel & Ann Spry
John & Charlotte St. Martin
Albert Starsnak
Robin Statz
Paul Steiner
Oren & Sharron Steinfeldt

Marie Sticha
Kevin Swan & Kari Groth Swan
George & Virginia Swanson
Xan Swenson
Rick Teeter
Robert Tetzloff
Abraham Thomas
Bruce & Gayle Thompson
Krista Tischler
Jeff & Jamee Tuttle
Nina Tuttle
Dean & Beth Van Hoever
Jon Van Hulzen
Lindsey & Mike Van Klei
Rick & Cindy Van Vliet
Nancy Verdier
Marilyn Volkert
Kent & Sally Wagner
John & Patty Wall
Melvin Weiss
David & Judy Wenzel

Paul & Joan Wernick
Donald & Mary Sue Wester
Philip & Christina White
Bede Willenbring
David & Lori Windschitl
Teddy & Laura Wong
John Woodworth
Christina & Jonesy Worrall
Andrew Wylie
Christine Yetka
Ronald & Barbara Ziehl

Organizations

Best & Flanagan
Cirrus
The Cliff Foundation
Community Memorial Hospital
Sunnyside Health Care Center
COSI
D'Brian's Deli

General Mills Foundation
Global Gift Fund
Harris Companies
Hinckley Lions
Inside Track Marketing & Media
Kohler & Dramm Wholesale Florist
Lake View Memorial Hospital
Lakehead Trucking Inc.
LHB
Luther Infiniti of Bloomington
M & A Executive Search
Members Coop. Credit Union
Merrill Lynch & Co. Foundation
Microsoft Giving Campaign
Minneapolis Heart Institute
North Country Chiropractic
North Shore Bank of Commerce
NovoLogix
Open Arms of Minnesota
Pinnacle Direct, Inc.
Piper Jaffray Employee Programs

Ryan Companies Foundation
Sawbill
St. Mary's Hospital Superior
Superior Jaycees
Tender Loving Care of Duluth
United Way of Greater Twin Cities
Wallico, Inc DBA Floor to Ceiling

In-kind

93X
Abdallah Candy
Al Vento
All State Leasing
Allegra Print & Imaging
Elli Ansari
A Perfect Pint
Archiver's
Arthur Murray Dance Studio
Bachman's
Biaggi's
Bibelot
Black Forest Inn
Blasted Art, Inc.
Blue Fin Bay
Brave New Workshop
Bryant-Lake Bowl
Buffalo Wild Wings-Apple Valley
Café Latté
Calhoun Beach Framing
Caribou Coffee
Carillon Skin Care Clinic
Chanhassen Dinner Theater
Cheesecake Factory
Chez Daniel
Christos
Clean 'n Press
Comcast
ComedySport
Cookie Cart
COSI

Financial contributors

CrossRoads Deli
D'Brian's Deli
The Dancer's Studio
Devlin Photography & Designs
Mike Driscoll
Elko Speedway
Embassy Suites-Bloomington
Flat Earth Brewing Company
Flavorroad correct
Fleur de Lis
G & K Services
Gameworks
General Mills Foundation
Gerten's
Girl Friday Productions

Grand Casino
Grandview Lodge & Resort
Granite City Brewery
Joan Gray
Great Wolf Lodge
Green Mill - Uptown Mpls.
Guthrie
Therese Hackenmueller
Bill Hall
Michelle Hanson
High Five, LLC
History Theatre
Clay & Charlotte Hoes
HOM Furniture
Houlihan's
Illusion Theater
Impressive Print
InsideOut Studios
Belinda Jensen
Jensen's Supper Club
Joe's Garage

Kafe 421
KARE 11
Kohler & Dramm Wholesale Florist
Kowalski's
Laser.Skin Rejuvenation Center
Let's Dish
LifeTime Fitness Foundation
Linder's Gardens
Major's Sports Bar & Grill
Martha's Gardens
McCormick & Schmick
Tim McNiff
Peg McQuillan
Tania McVean
Mill City Museum
Minnesota Orchestra
Minnesota Renaissance Festival
Minnesota Swarm
Minnesota Thunder
Minnesota Timberwolves/
FastBreak Foundation

Minnesota Transportation
Museum
Minnesota Twins
Minnesota Vikings
Mississippi Dunes Links
Mixed Blood Theater
Mpls. St. Paul Magazine
Mystic Lake Casino
Nickelodeon Universe/
Mall of America
Office Team
Old Log Theater
Once Upon a Crime
Open Arms of Minnesota
Opitz
Ordway Center for Performing
Arts
Osceola & St. Croix Valley
Railroad
Outback Steakhouse
Pall Medical

Palomino
Parasole Restaurant Holding
Park Square Theatre
Park Tavern
Pinnacle Direct, Inc.
Plymouth Playhouse
Powder Ridge
Quilted Treasures of Rogers
Recycling is Rad
Sanctuary Salon Spa
Gail Schneider
Science Museum of Minnesota
Sharrett's Liquor
Southern Theater
St. Paul Saints
Stages Theatre Co.
Starbuck's, Plymouth
Sunsets of Woodbury/Wayzata
SunWerks Tanning Salon
The Dancer's Studio
The Day Spa

The Lexington
Three Rivers Park District
Thrivent Financial for Lutherans
Toro Giving Program
Tucci Benucch
University of Minnesota Dairy
Uptown Dental, LLC
Walker Associates
Rob & Jessica Weber
Wells Fargo
Wild Birds Unlimited
Wild Mountain
Wine Merchants
Winmark
Wolley's Steakhouse
Pang Xiong
Justin Zwieng

Memorials

William (Bill) Adlemann
Dean & Beth Van Hoever
Ron F. Anderson
Clayton & Christine
Strohmeyer
Don Buteyn
Marilyn Ringham
William (Bill) Fraser Greer
Richard & Florine Gerde
Michael Gormley
Valerie Green
Dale Hallin
Gary & Pat Hammer
Mary Hauser
Frederick Hauser III
Harry Heim
James & Nancy Holmgren
Dona Jordan

Edward Klempka
Frank & Patricia Kreiser
Jerry and Diane Kuklis
John Lennan
Patrick Mader
Polly McCormick
David & Mary McDonald
John Mendiola
Richard & Joni Mickelson
Torii Miller
Joshua & Susan Munkeby
Stanley & Joan Nickells
Mark & Kim Nugent
Robert & Dorothy Ollman
Douglas Olson
Veijo & Margaret Paine
Carol Panning
David & Mary Paulson
Thomas & Jo Ann Pirsch
Paul & Maureen Pranghofer
Andrew Ragen

Leanne Ventrella
John & Helen Waldron
Shannon Wasenda
Arlin & Jane Hammer
James Cashman
Craig Henry
Robert & Jennifer Bush
Anna Marie Henry
Bernard Hoium
Marianna Delafield-Melichar
Wayne Johnson
John Weist
Michael Jordan
Lesli Rosenberg
Dennis & Carol Ryan
Oren & Sharron Steinfeldt
Bette Klempka
Kimberly Dimond
Eugene LeMay
Tim & Sarah Robb
Hillard Panning

Duane Belongie
Michael Pohlen
Timothy & Janna Ryan
J. Smith
Donald Sovell
Jerome & Connie Steffen
Arnie Soskin
Soumen Chowdhury
Jerry Steffen
Russell Roman
Tony Yerkew
Krista Tischler

In Honor

Thea & Cara Bothun
Louise Carlson





Blood drive partners demonstrate commitment



Businesses, hospitals, community groups, schools, and faith-based organizations partnered with Memorial Blood Centers to sponsor over 2,100 blood drives during this past fiscal year, supporting the issues important to their employees and members, and helping to sustain the health and well-being of the citizens in their communities.

A portion of our blood drive partners

ADC Telecommunications
Ameriprise Financial
Anoka High School
Armstrong High School
AT&T Tower
ATK
Aurora Our Savior's Lutheran
BAE Systems
Basilica of Saint Mary
Best Buy
Beth El Synagogue

Bloomington Kennedy High School
Bloomington Jefferson High School
Boston Scientific
C.H. Robinson
Calvary Lutheran of Golden Valley
Cara's Annual Birthday Blood Drive
Cargill
Carlson Companies
Caterpillar Paving
Champlin Park High School
Children's Hospitals and Clinics
Church of St. Stephen
City of Minneapolis
Cloquet High School
Coleraine Greenway High School
College of St. Scholastica
Columbia Heights High School
Cretin-Derham Hall
Delta/Northwest Airlines

In honor of family loved and lost, Maggie and Jeanne host blood drives to inspire others to generously donate.

Donaldson Company
Dorsey & Whitney
Duluth Central High School
Eden Prairie High School
Edina High School
Express Scripts
GE Fleet
General Mills
Grand Rapids American Legion
Grand Rapids RSVP
Great River Energy
HDR Inc.
HealthEast Care System
Hennepin County Medical
Center
Hoffman Enclosures
Honeywell
Hopkins High School
ING
Isanti Community

KARE 11
LaSalle Plaza
Loretto Community
Mall of America
Maple Northwestern High School
Mdewakanton Sioux Community
Medica
Minneapolis Community &
Technical College
Minneapolis South High School
Minneapolis Southwest High
School
Mound Community
Mount Olivet Lutheran Church
Mt. Calvary Lutheran Church
New Prague High School
North Memorial Medical Center
Northland Executive Center
Northwestern Health Sciences
University

Oak Grove Presbyterian Church
Osseo High School
Park Center High School
Park Nicollet Health Services
Patrick Henry High School
Pax Christi Catholic Community
Pine City Community
Prudential
Queen of Peace Hospital
Qwest
RBC Capital Markets
Corporation
Richfield High School
Seagate
Select Comfort Corporation
SMDC Health System
St. Anthony High School
St. Charles Borromeo Church
St. Luke's Hospital - Duluth
Star Tribune

Superior Senior High School
Supervalu
Target Corporation
Thrivent Financial for Lutherans
Toro
UnitedHealth Group
University of Minnesota - Duluth
University of Minnesota -
Twin Cities
US Bancorp
Walmart
Wayzata High School
Wells Fargo
WelshCo Oracle Building
Willow River High School &
Community
Xcel Energy

A portion of our corporate
multiple blood drive partners

- Ameriprise Financial
- Best Buy
- Cargill
- Carlson Companies
- Delta/Northwest Airlines
- Donaldson Company, Inc.
- General Mills
- Qwest
- Seagate
- SMDC Medical Center
- Supervalu
- Target Corporation
- UnitedHealth Group
- University of Minnesota
- Walmart
- Wells Fargo



Volunteers give to help save lives



200 neighbors, co-workers, friends, and family shared their talents and donated over 7,000 hours of time to support the mission of Memorial Blood Centers.

Whether delivering blood to our hospital partners or greeting donors at one of our 11 donor centers, the time and talents volunteers contributed has been immeasurable. Our valued volunteers help us provide the highest level of service to our donors and efficiently deliver life-saving supplies and services, wherever they are needed.

Thousands of hours of volunteer time help us provide the highest level of service to our donors and efficiently deliver life-saving supplies and services, wherever they are needed.

A-Team volunteers

Bring organizational skills to our St. Paul headquarters to help our operations run smoothly.

Ambassadors

Share our message with the community and promote the rewards that come from joining in our work as a volunteer, blood drive sponsor, blood donor, or financial contributor.

Donor center greeters

Put your outgoing personality to work, welcoming friends, neighbors, and others from the community at one of our donor centers.

Blood drive coordinators

Connect fellow members of social clubs, places of worship, schools, and workplaces to opportunities to give the gift of life as blood donors.

Café hosts

Travel to blood drives throughout the community to help ensure the safety and comfort of blood donors after completing their donations.

Blood transport drivers

Take charge of delivering life-saving blood supplies to area hospitals throughout the Metro and Northland areas.

A blood donor since the 1940s, Don Laurence has saved hundreds of lives.



Volunteers

Connie Adams
Hansa Aden
Maria Amaro
Alecia Anderson
Mary Andrews
Arletta Appelhof
Ann Arians
Cara Bothun
Rachel Brooks
John Brusegard
Sharon Brusegard
Denise Bushard
Jessica Carpenter
William Cheng
Sean Clancy
Michael Collins
Linnea Dahlin
Sarah Davis

Jeri Dentz
Dennis Dillon
Mike Driscoll
Laurie Eibensteiner
Aimee Ellison
Mary Elmqvist
Shannon Engelman
Gwen Erdahl
Hillary Erickson
Dell Evans
Ami Ferris
Sandra Fevig
Ashley Fleming
Kari Foley
Dawn Frederick
Rita Galston
Tarikua Gebremanuel
Paulette Gehrke
Steve Gelking
Gail Genin
Lisa Genis

Susan Genis
Rita Giesler
Rani Gill
Ann Gilsdorf
Caron Goll
Judy Goodman
Barbara Gotz
Susan Grace
Amy Greene
Mary Greiner
Priscilla Grillo
Therese Hackenmueller
Holly Hackett
Bill Hall
Amy Haney
Michelle Hanson
Tami Hartzell
Carol Hatcher
Nick Hatzung
Bill Heinen
Mary Hemmersbaugh

Pam Hermann
Amy Hill
Rosemary Hill
Marcia Hinitz
Charlotte Hoes
Arlene Howden
Maria Huntley
Kecia Jacobson
Gemvita Johanson
Warren John
Kathy Johnson
Jody Jonas
David Jones
Kristin Jones
Helen Jurkovich
Marilyn Kaeli
Soren Kasperson
John Keil
Duane Kelling
Harrison Kelner
Karen Koen

Jill Kort
Amy Kost
Melissa Kraft
Jim Krahn
Margaret LaBaeu
Lynn Landmark
Carmine Langlois, Sr
Brenda LaChance
Jennifer LaChance Costillo
Jessica LaChance Weber
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David Leitzke
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Patricia Monaco
Kent Mortensen
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Ginny Mullen
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Roma Patel
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Alison Prater
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Vera Schoenecke
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Lee Schuett
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David Smith
Judith Smith
Kaleb Smith
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Nancy Soman
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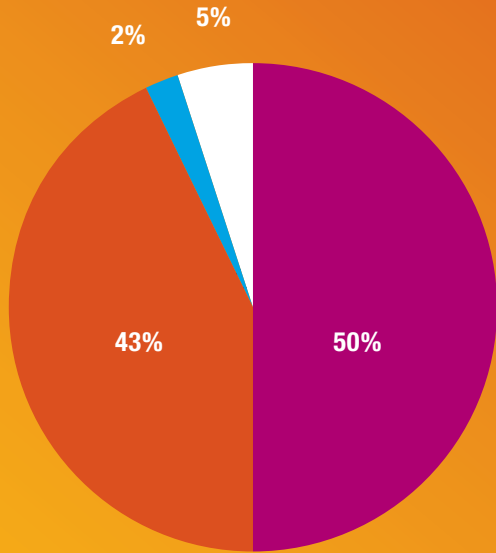
Ben Squire
Ben Squires
Robin Statz
Phyllis Sterle
Dar Stong
Ron Stong
Judy Sullivan
Mel Sundeen
Joan Sutliff
Xan Swenson
Adeel Syed
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Mandy Wienke
Bill Wigdahl
Bekah Worley
James Zarembinski
Katy Zurneiden

The need is great. The rewards are plenty. And the contribution is invaluable. Volunteer opportunities come in all varieties.



Financial summary



Breakdown of 2008 operating expenses

Where the money comes from

Local community service fees

Charged to hospital partners for blood and blood components, and based on costs of collection, processing, testing, and distribution.

National and international service fees

Sold to organizations outside of Memorial Blood Centers' service area, which reduces overall costs of collecting and providing blood, and results in lowering local healthcare costs.

Financial contributions

Generous donations of cash, stock, life insurance proceeds, and other monetary gifts from philanthropic individuals, foundations, corporations, and various community and faith-based organizations.

Where the money goes

50%: Collections, testing and laboratory supplies

43%: Employee talent and related costs

2%: Marketing, communications, development

5%: Other

Statements of financial position for years ended
May 31, 2009 and May 31, 2008:

Assets*	5/31/09	5/31/08
Cash and Investments	\$3,536	\$4,306
Accounts Receivable, Net	7,807	6,645
Inventories, Net	1,803	1,725
Property, Plant & Equipment, Net	14,622	15,482
Other Assets	862	1,008
Total Assets	<u>28,630</u>	<u>29,166</u>
Liabilities and Net Assets*		
Liabilities		
Accounts Payable	\$1,407	\$2,003
Accrued Expenses	3,000	2,904
Long Term Debt	5,385	5,917
Other Liabilities	2,843	565
Total Liabilities	<u>12,635</u>	<u>11,389</u>
Net Assets		
Unrestricted	15,940	17,723
Restricted	55	54
Total Net Assets	<u>15,995</u>	<u>17,777</u>
Total Net Assets and Liabilities	<u>\$28,630</u>	<u>\$29,166</u>

Statements of activities for years ended
May 31, 2009 and May 31, 2008:

Revenue*	5/31/09	5/31/08
Service Fees on Units Delivered	\$37,509	\$35,327
Laboratory Services	9,876	8,652
Financial Contributions	389	274
Other	1,326	896
Total Revenue	<u>49,100</u>	<u>\$45,149</u>
Expense*		
Cost of Components & Services	40,448	36,580
Operating Expenses	6,916	7,526
Total Expense	<u>47,364</u>	<u>44,106</u>
Operating Change in Net Assets	<u>\$1,736</u>	<u>\$1,043</u>

*Amounts in thousands

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Vice President, Finance and
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Vice President, Human Resources
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Judy Petersen
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Leadership excellence

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Building capacity, vision, and the
fulfilment of our mission.

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